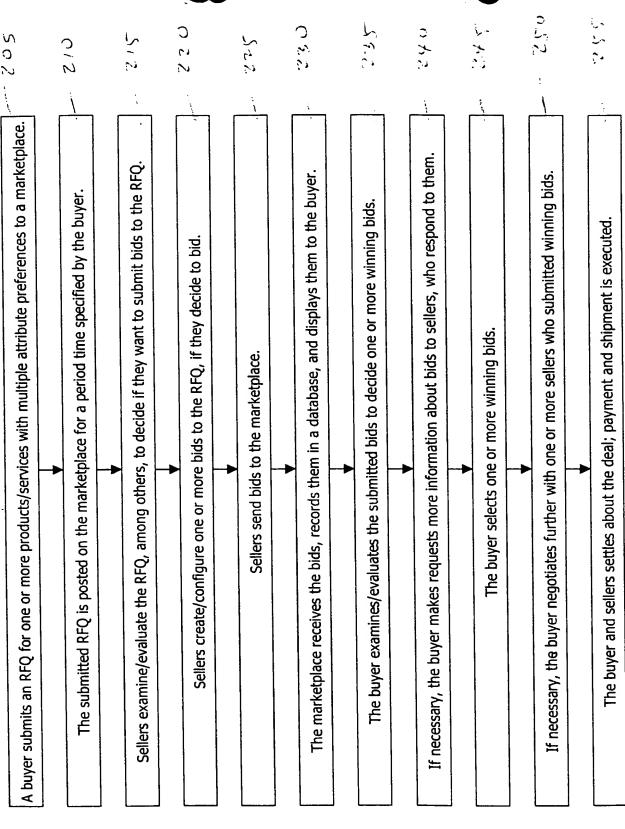


A block diagram of a preferred system architecture of an electronic marketplace



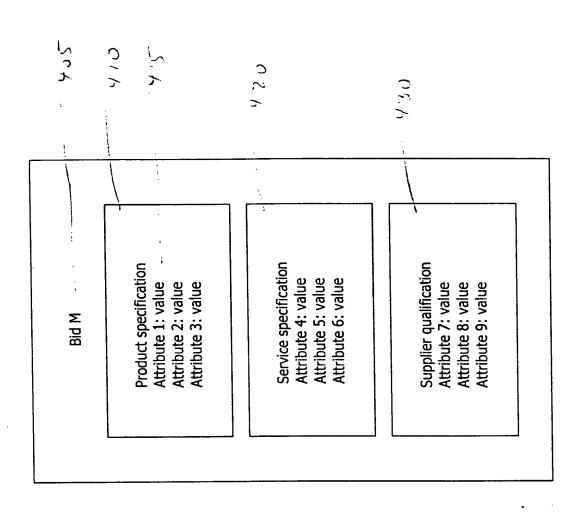
A flow chart of a preferred RFQ process

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ろっと ロスタ Attribute 2: value range Attribute 3: value range Attribute 1: value range Attribute 4: value range Attribute 5: value range Attribute 6: value range Supplier qualification Attribute 7: value range Attribute 8: value range Attribute 9: value range Product specification Service specification RFQ N

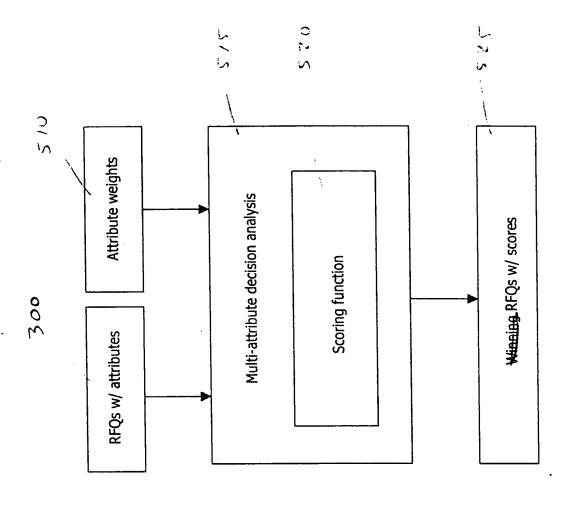
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An example of an RFQ having multiple attributes



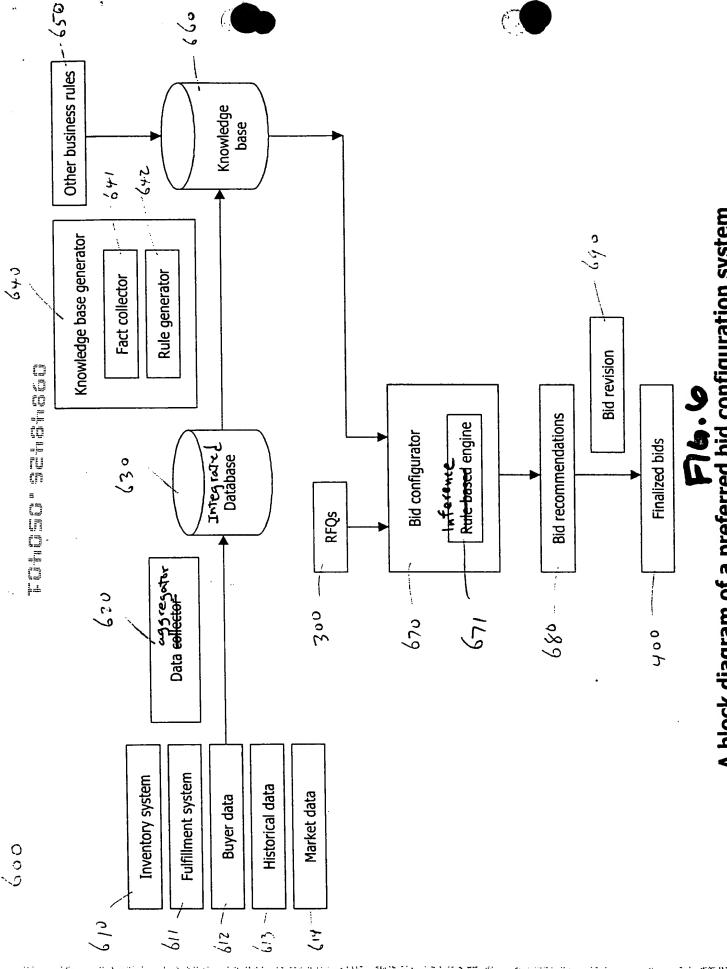
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An example of bids having multiple attributes



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A block diagram of a preferred RFQ selection process



A block diagram of a preferred bid configuration system

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Rules for product specification

If a product/service's gross margin > 50%, then give the highest priority to it among alternatives.

If a product/service's gross margin < 35%, then give the lowest priority to it among alternatives.

If a product's on-hand inventory > 4 weeks in supply, then give the highest priority to it among alternatives.

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If a product's on-hand inventory < 2 weeks in supply, then give the lowest priority to it among alternatives.

a buyer's reputation rate is better than 4, then apply 3% discount rate.

Rules for service specification

If a buyer's reputation rate is better than 3, then add a year to the standard warranty period

Rules for buyer qualification

If a buyer's stock value has decreased more 50% in the last 1 year, then assign the lowest priority to its RFQ.

Selling policies

Limit the min/max num of buyers.

No buyer receives more than 40% of the business.

Examples of rules for bid configuration

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Gross margin(Product X) = 45%	500
Gross margin(Product Y) = 15%	0/8
On-hand inventory(Product Z) = 3 weeks in supply	١
On-hand inventory(Product W) = 2 weeks in supply	520
Reputation rate(Buyer X) = 4	22.7
Reputation rate(Buyer Y) = 2	530
Stock value(Buyer W) = 57	5.35
Supplier relationship(Buyer Z) = 10 years	048.
Stock market index(Market X) = 7251	540
Amount of deals in 2000(Buyer A) = \$327,250	8:20
Bid submission due(RFQ X) = March 31, 2001	553
Softening point(RFQ Y) = (300, 350) degree in Kelvin	093

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Examples of facts for bid configuration